



News Release

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SBA Names 2005 North Carolina Veteran Small Business Champion of the Year

CHARLOTTE - Tom Elam, Director of the Procurement Technical Assistance Center of the North Carolina Small Business & Technology Development Center (SBTDC) has been named the Small Business Administration's 2005 Veteran Small Business Champion of the Year. The SBA honored Elam during Marketplace 2005, in Research Triangle Park on May 31, 2005. Marketplace is an annual tradeshow and networking event for small business owners to learn about and meet representatives from federal government, military/civilian agencies, and large prime contractors.

The Veteran Small Business Champion is awarded to an individual who has fulfilled a commitment to advancing small business opportunities for veterans of the U.S. armed forces.

The nomination criteria for this award includes support for legislative/regulatory action designed to help small businesses, helping increase business opportunities for veterans, advocacy of special consideration for veteran-owned small businesses in government policymaking and demonstrated accomplishment in obtaining support within the community for the establishment of veteran-owned small businesses

Elam spent 22 years in the Air Force, ending as Lieutenant Colonel and Director of Operations for the Cruise Missile Development and Test Program at Edwards Air Force Base in California. In 1996, he joined the SBTDC as a procurement counselor to share his contracting knowledge with North Carolina's entrepreneurs. He now is the director of the Procurement Technical Assistance Center program.

In 2004 alone, the PTAC counselors helped NC's small businesses obtain over \$1.1 billion in federal and state contract awards. They counseled over 1,000 clients and sponsored 75 training sessions with almost 2,000 attendees – many of these clients are veterans. According to the Defense Logistics Agency, these \$1.1 billion in contracts equates to over 30,000 jobs created or retained.

Elam regularly testifies before the NC Legislature on procurement matters that effect small business and also participates on a Legislative Procurement Working Group. He routinely works with his staff to educate veterans about the procurement programs available to them and conducts outreach especially targeted toward veteran small business owners. They also work closely with the military bases to provide general counseling and training to those veterans leaving military service.

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